



ST. LOUIS AIRPORT COMMISSION
Wednesday, February 3, 2016

Amber D. Gooding, Assistant Director
Business Diversity Development /
Community Programs



Mission:

Our mission is to provide minority and women-owned businesses with access to contract opportunities that will enable them to realize economic benefits, which in turn supports the overall mission of Lambert-St. Louis International Airport.

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Business Diversity Development is responsible for developing and administering programs to encourage the growth and development of minority-owned businesses, women-owned businesses and disadvantaged businesses in Lambert and City of St. Louis projects to the fullest extent possible.

- [Certification – Federal DBE/ACDBE and City of St. Louis MWBE](#)
- [DBE and ACDBE Program](#)
- [City of St. Louis MWBE Program](#)
- [Outreach and Technical Assistance](#)
- [City of St. Louis Living Wage Program](#)
- [Title VI](#)

GOALS AND OBJECTIVES – FY 2015 and 2016



- Communicate BDD key programs and responsibilities.
- Increase understanding and knowledge of the requirements for the DBE program vs. Local MWBE program.
- Increase the visibility of the BDD office among small and diverse businesses and other agency stakeholders.
- Improve monitoring and tracking of all Airport projects.
- Increase efficiency and consistency of the certification process.
- Increase the efficiency of office/administrative functions of the BDD office.
- Create metrics and benchmarks for all programs and report outcomes on a consistent basis.

Business Programs Overview



| | ACDBE Program | DBE Program | MBE/WBE Program |
|---|--|--|--|
| Type of Contract: | Concession contracts at airports that are recipients of federal USDOT funds | Federal USDOT funded contracts (e.g., airport, highway, bridge, or other transit construction) | Most City-funded contracts and City incentives |
| Ownership & Control: | At least 51% owned and controlled by one or more socially and economically disadvantaged individuals | At least 51% owned and controlled by one or more socially and economically disadvantaged individuals | At least 51% owned and controlled by one or more minority individuals or women |
| Qualifying Owner's Personal NetWorthLimit: | Less than \$1.32 million (excluding equity in primary residence, applicant business) | Less than \$1.32 million (excluding equity in primary residence and applicant business) | Not Applicable |
| Size Standards: (Avg. of 3 years gross receipts, including affiliates) | \$75.23 M - Car Rental firms \$1B in assets – Banks/Fin. 350 employees – Auto dealers 1,500 employees – Pay phones \$56.42 M – All other ACDBEs | Small Business Administration Size Standards specific to work type (\$23.98 million USDOT cap) | Not Applicable |
| Type of Business: | Any for-profit, independent business pursuing concession contract as prime, joint venture partner, subtenant or providing goods and services to concession | Any for-profit, independent business pursuing work as a subcontractor or prime | Any local for-profit, independent business pursuing work as a subcontractor or prime |
| Participation Goals: | ACDBE goal set on a per concession contract basis | DBE goal set on a per contract basis | 25% MBE 5% WBE |



COMMUNITY PARTNERS & OUTREACH EVENTS

More than 20 outreach events in last six months:

Last six months:

- MRCC Workshops and Training
- Certification Bootcamps
- St. Louis Council of Construction Consumers
- AMAC SE Regional Forum
- Small Business Monthly Expo (Booth)
- License Collector's Resource Forum
- Ameristar Supplier Diversity Vendor Fair
- Better Family Life Certification Boot Camp
- MOKAN
- St. Louis County Small Business Expo
- St. Louis City Lead Contractor Workshop
- Mo DOT Civil Rights Compliance/DBE Training Symposium

Upcoming:

- March 24, 2016 – SBA Women's Business Week Certification Workshop
- March 25, 2016 – BDD Forum/Trade Fair
- April 13, 2016 – MRCC Workshop
- April 18, 2016 – Justine Petersen Certification Workshop
- TBD – Small Business Monthly Expo
- June 8, 2016 – MRCC Workshop

BUSINESS DIVERSITY FORUM – MARCH 2015



2015 EXCELLENCE IN DIVERSITY AWARDS



Lambert-St. Louis International Airport recognized firms that do business with the airport, and who have excelled in the area of diversity. The criteria used in the selection include 1) on time delivery in performance or providing services to Lambert Airport; 2) have done or is currently doing business with Lambert Airport; and 3) contribution to business diversity at Lambert Airport.

Nominations were sought from Lambert Airport's operating departments (i.e. Airport Engineering, Airport Properties, Airport Operations), who reviewed and selected the following firms designated in the following categories:

Prime Contractor/Tenant Concessions

Kozney – Wagner, Inc.

Tech Electronics, Inc.

Host International, Inc.

Hudson Group – ST. Louis JV

ACDBE/DBE/MBE/WBE Firm

CMT Roofing, LLC

A.K. Systems & Supplies

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COMPANY SUCCESS STORIES



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Highlighted Businesses

The Williams Sisters of HVAC: Joy Williams and Jane Molina



Joy Williams and Jane Molina, owners Williams Heating and Cooling, LLC.

Men have long dominated the heating, ventilation, and air conditioning (HVAC) repair service industry, leading to the surprise of many homeowners to learn a female-owned HVAC company operates in St. Louis.

Sisters Joy Williams and Jane Molina are no strangers to the HVAC industry. In fact they grew up in it. Their father owned J. Williams Heating & Cooling Co., a mostly residential company based in St. Louis County for

21 years. In the last four years of the company, larger mechanical contract work was added to the list of services.

NWBE and DBE Directories

These directories contain the most current information on certified MWBE and DBE firms. Use the database query form to find certified firms to meet goals in contracting opportunities.

[NWBE Directory](#)

[DBE State Directory](#)

Simply, the BEST

Kim Garner and Debbie Rudawski BEST Transportation



Passengers board a Go Best Express shuttle at Lambert Airport in Terminal 1.

If you have ever taken a taxi cab to the airport or reserved a limousine for a night out on the town, you were using the services of one of the oldest transportation companies in St. Louis. This year marks the 80th anniversary for St. Louis County Cab and Yellow Cab. Sisters Kim Garner and Debbie Rudawski own and operate the third generation family business with their father.

In 2002, with a few sedan chauffeured vehicles, the sisters branched out and started BEST Transportation. Today, the company is considered the largest full service limousine company in St. Louis.

Lambert-St. Louis International Airport and the City of St. Louis are playing a major role in helping the sisters grow their business in new transportation segments. The sisters created a shared-ride division and branded it, Go Best Express. In 2009 the company won the official Lambert-St. Louis International Airport shared ride shuttle service concession contract.

"I think Lambert has been very beneficial to our bottom line," said President and Co-Owner Kim Gardner.

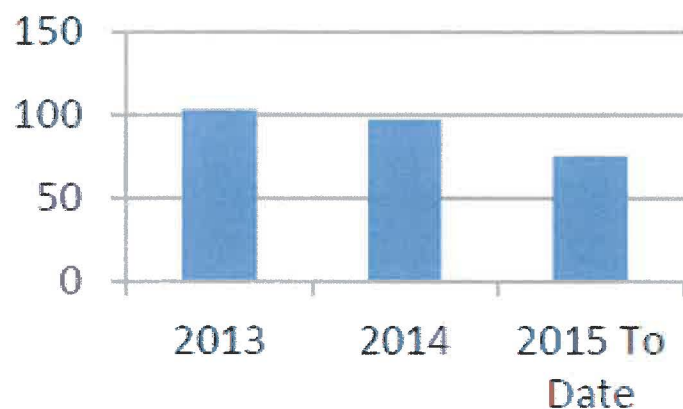
PROGRAM ACHIEVEMENTS



Certification

| | 2013 | 2014 | 2015 To Date |
|------------------------------|------|------|--------------|
| Average # of Days to Process | 103 | 97 | 75 |
| | | | |

Average # of Days to Process



Professional Services



Goods and Services



Construction



0 100 200 300 400

PROGRAM ACHIEVEMENTS



Concessions Revenue Federal Fiscal Year 2015

| Concession Revenue Reported this Period | Total Dollars Non-Car Rental | Total Dollars Car Rental | Total Revenue |
|---|---------------------------------|-----------------------------|---------------|
| Total Revenue | \$62,707,544 | \$115,519,290 | \$178,226,834 |
| Total to ACDBE | \$22,328,067 | \$2,362,477 | \$24,690,544 |
| Goal % | 25.29% | 1.06% | |
| Actual % | 35.61% | 2.07% | |

BREAKDOWN BY ETHNICITY & GENDER

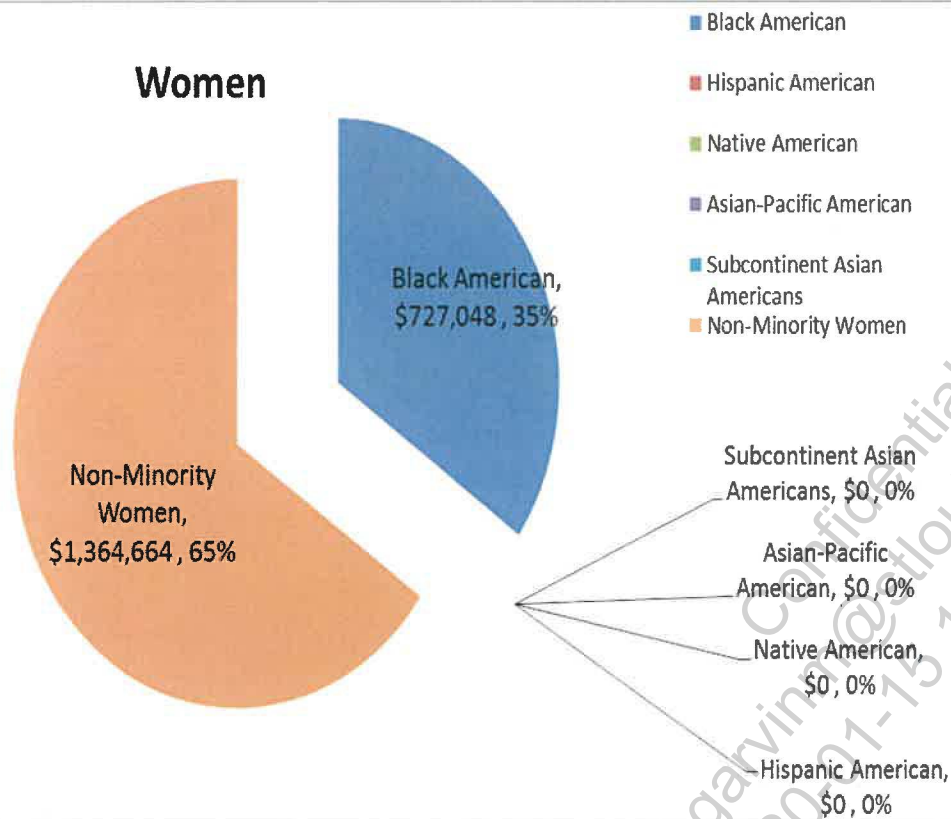
ACDBE Non-Car Rental Revenue this Period

| | Women | Men | Total |
|------------------------------|-------------|--------------|--------------|
| Black American | \$727,048 | \$9,136,337 | \$9,863,385 |
| Hispanic American | \$0 | \$0 | \$0 |
| Native American | \$0 | \$0 | \$0 |
| Asian-Pacific American | \$0 | \$0 | \$0 |
| Subcontinent Asian Americans | \$0 | \$11,100,018 | \$11,100,018 |
| Non-Minority Women | \$1,364,664 | \$0 | \$1,364,664 |
| TOTAL | \$2,091,712 | \$20,236,355 | \$22,328,067 |

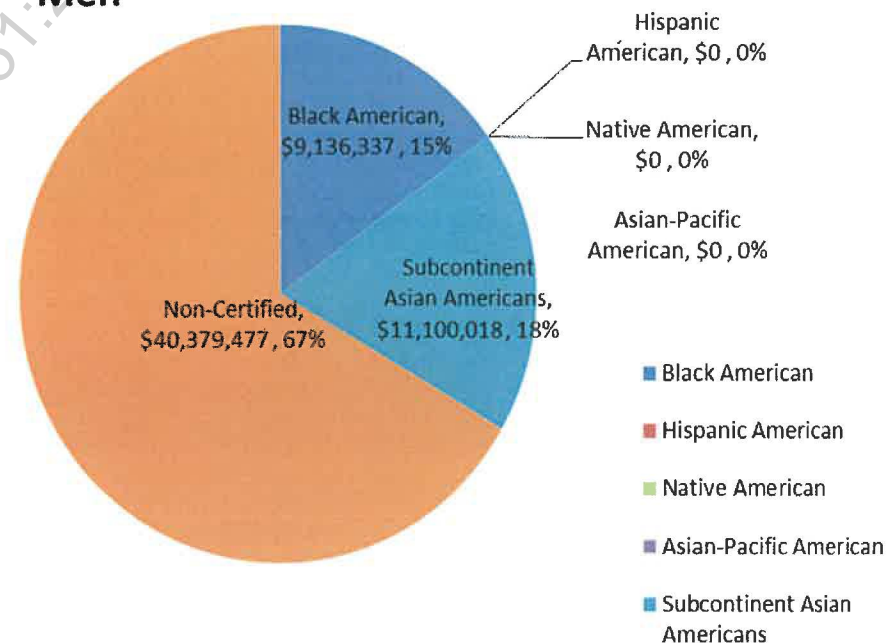
CONCESSION REVENUE – ETHNICITY AND GENDER



Women



Men



PROGRAM ACHIEVEMENTS



DBE Construction and Design – Federal Fiscal Year 2015

Our goal was 23% (3% Race Neutral; 20% Race Conscious).

| | | | | | | |
|---------------------|---------------------------|-----|-------------------------|----|--------------|-----|
| Annual DBE Goal(s): | Race Conscious Projection | 20% | Race Neutral Projection | 3% | OVERALL Goal | 23% |
|---------------------|---------------------------|-----|-------------------------|----|--------------|-----|

We achieved 28% (0% Race Neutral; 28% Race Conscious).

| | TOTAL PAYMENTS ON CONTRACTS COMPLETED THIS REPORTING PERIOD | Number of Contracts Completed | Total Dollar Value of Contracts Completed | Total DBE Participation (Dollars) | Percent to DBEs |
|--|---|----------------------------------|---|--------------------------------------|--------------------|
| | Race Conscious | 8 | \$25,410,753 | \$7,087,251 | 28% |
| | Race Neutral | 0 | \$0 | \$0 | |
| | Totals | 8 | \$25,410,753 | \$7,087,251 | 28% |

PROGRAM ACHIEVEMENTS



Active Airport Construction Projects – To Date

| Original Prime Contract Amount | Original Subcontract Amount | | Original MWBE Percent* | | Prime Contract Billed-to-Date | Payments to Date | | Percent MWBE Participation To Date | |
|--------------------------------|-----------------------------|----------------|------------------------|--------|-------------------------------|------------------|----------------|------------------------------------|--------|
| | MBE | WBE | MBE | WBE | | MBE | WBE | %MBE | %WBE |
| \$13,931,941.12 | \$3,936,427.00 | \$2,144,949.00 | 28.25% | 15.40% | \$12,554,171.37 | \$1,289,367.07 | \$1,902,637.57 | 10.27% | 15.16% |

Airport Service Contracts – FY 2015

| Proposed % | | | Payments to Date | | | | Actual % | |
|----------------------------------|------------|------------|---------------------------------------|-----------------|----------------|----------------|------------|------------|
| <u>Original Contract Amounts</u> | <u>MBE</u> | <u>WBE</u> | <u>Revised/Final Contract Amounts</u> | <u>Prime</u> | <u>MBE</u> | <u>WBE</u> | <u>MBE</u> | <u>WBE</u> |
| (G) | (H) | (I) | (J) | (K) | (L) | (M) | (N) | (O) |
| \$60,569,734.20 | 20.2% | 7.8% | \$64,160,734.20 | \$16,347,513.68 | \$6,197,868.37 | \$1,281,663.89 | 38% | 8% |